



WIC Vendor News

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WIC TIPS:

- * **BE SURE TO PROCESS EACH CHECK AS A SEPARATE TRANSACTION. THIS WILL HELP WITH WRITING THE CORRECT AMOUNT PURCHASED ON THE CORRECT WIC CHECK USED.**
- * **IF THERE ARE QUESTIONS ABOUT WIC APPROVED FOODS, PLEASE DON'T HESITATE TO PICK UP THE PHONE!!**
- * **AN ORDER FORM FOR VENDOR MATERIALS IS NEW ON THE KANSAS WIC VENDOR WEBSITE. IF YOU NEED SOMETHING, PLEASE SEND IN AN ORDER AND WE WILL GET IT MAILED OUT TO YOU.**



MONITORING VISITS

Expect to see your local agency WIC staff members in your store! This is the time of year that WIC program staff will be coming out to conduct monitoring visits and training with the authorized WIC vendors across the state.

The monitoring process is part of federal regulations to ensure compliance with the WIC program. Local agency staff will be gathering information about your stores to ensure that all the correct information is on file with KDHE. There will be questions asked again about the store's gross annual sales. There will be a request from KDHE in the upcoming months to provide documentation of the figures reporting during the monitoring process. KDHE is required to gather this documentation as part of the USDA Vendor Cost Containment initiative. For a full copy of the Interim Rule published in November of 2005, please go to www.fns.usda.gov/wic/lawsandregulations/default.htm.

PEER GROUPS

The peer grouping system used in the Kansas WIC program was developed to group vendors across the state with comparable vendors. These groups are based on several different criteria and in order to maintain accurate pricing levels for individual stores, the program looks to the peer groups for averages.

Kansas has seven peer groups and the criteria include: geography, square footage of food sales floor area, number of cash registers, store ownership, number of stores in chain, and total annual gross sales. For your store to be placed in the most accurate group, this information needs to be current.

With your help, we can keep food prices for the WIC program at a competitive level and therefore allow the clients in need of the services the opportunity to take advantage of the program.

NAME CHANGE FOR ROSS PRODUCTS

Beginning this summer, Ross Products will be phasing in new, more attractive and descriptive labels on our infant formula products. The changes include slight modifications of the product names. The brand name Similac will become more predominant on the new labels and label graphics (colors) will change. The new-labeled product will be phased in as inventory of the current products are depleted. You can expect to see the new labels appearing at stores in July/August 2006. Please see the adjacent chart for change details.

Current Product Description

- Similac Lactose Free Advance Infant Formula
- Similac Alimentum Advance Protein Hydrolysate Formula
- Similac Neosure Advance Infant Formula

New Product Description

- Similac Lactose Free Infant Formula
- Similac Alimentum Protein Hydrolysate Formula
- Similac Neosure Infant Formula

LIBBY'S CHANGING LABELS - STILL A WIC APPROVED FOOD

Libby's **Juicy Juice** label will be changed to read Nestle Juicy Juice. The new labels will begin to ship in February and will most likely appear in grocery stores in April 2006. This is only a label change so the product remains the same and a WIC approved juice.

INFANT FORMULA LABELS

The WIC State Agency has received several phone calls regarding the lack of the words "with iron" on WIC checks. The Kansas WIC program, as a general rule, always provides infant formulas that have iron or are "with iron". Unless the WIC check specifies Low Iron, it is safe to assume if the label says "with iron" it is WIC approved. As always, be sure that the infant formula you are selling the client is the exact brand and size listed on the client's check. If there are any questions, please contact your Local Agency WIC office!

MEAD JOHNSON DISCONTINUING PRODUCT

When Mead Johnson introduced ProSobee® LIPIL®, it was stated that, at some point in time, the older ProSobee® would no longer be available.

Mead Johnson will not be making/shipping ProSobee (without LIPIL) 13 fl oz concentrate and 14.3 oz powder, beginning July 1, 2006. Because of the increasing demand for ProSobee LIPIL and the decreasing demand for the older ProSobee, retailers have been de-

creasing or eliminating retail shelf space for the older product.

Local WIC Agencies have been making the change on infant's checks at their WIC appointments. This change process was completed on June 5, 2006. All infants that were issued ProSobee will have been changed to ProSobee LIPIL.

WIC VENDOR WEBSITE

As time goes on, the State WIC agency would like to begin using the Web site as a more an active communication link and resource for vendors.

Currently there are forms, the last newsletter and policy changes that have been published since the last Vendor Procedures Manual was distributed.

Our vision for the Web site involves the Quarterly Price Assessment (QPA) that is currently mailed to all ven-

dors. Development of an interactive form that will allow vendors to download the form, enter store identifying information and prices and then with the click of a button, email the form back to the State Agency. No more relying on the US Postal Service for delivery as the only means of communication!

Keep your eye on the Web site, it will be growing!!

www.kdheks.gov/nws-wic/vendor_info.htm

NEWLY FORMATTED VENDOR PROCEDURES MANUAL COMING IN OCTOBER

All WIC authorized vendors should have the Kansas WIC Vendor Procedures Manual. Our hope is that this resource is used quite often in the training of new cashiers and to answer questions that arise about the WIC program.

The upcoming revision will be newly formatted and with revised policy information. The format will make it easier to replace policies that are updated throughout the year, such as the minimum stock requirements were

updated this past year.

This will be mailed out from the State Agency to all WIC vendors and also available on the Web site for download. The manual will contain some training tips for new cashiers and handouts that could be used as quizzes for existing cashiers that may be struggling with how to conduct WIC transactions. The updated manuals will be sent in mid September 2006.